

How to succeed in the video telematics industry: first-hand experience

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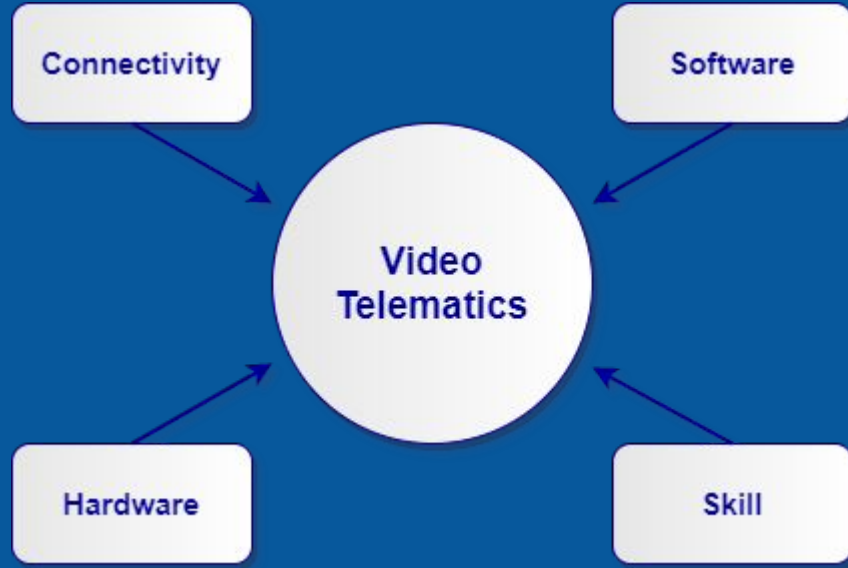
Video telematics market

2.9 million in 2020

6.2 million in 2025



Video telematics ecosystem



- ◆ Increased fleet efficiency
- ◆ Recorded evidence
- ◆ Improved safety
- ◆ Safer driver behaviour



Experts in high bandwidth and roaming connectivity for video telematics applications



Pod Group - the World's First Enterprise Network Operator



Video telematics market - factors to consider

- ❖ **Hugely expanding** - the active installed base of video telematics systems in the US & Europe is set to grow at a **CAGR of 16.4%** from around 2.9 million units in 2020 to **6.2 million by 2025** ("Research and Markets" forecast)
- ❖ The front-running **North American video telematics market** is more than **twice the size** of the European, which is so far largely dominated by activities in the UK
- ❖ **UBI - Usage Based Insurance solutions** massively implicated in boom as **video telematics** becomes crucial to policy definition
- ❖ Innovation is key - **speed to market** means make or break

Connectivity for dashcams - too many options?

- ❖ Cellular - 4G? 5G? What is needed for high bandwidth, low latency applications?
- ❖ Is LTE CAT-M an option for video telematics?
- ❖ What is the best way to achieve maximum coverage across a large market such as the US?
- ❖ What is eSIM (or eUICC for IoT) and what benefits does it provide?
- ❖ What is an IMSI and how does it affect the connectivity of my device?

Navigating an evolving sector

- ❖ From simple vehicle location information to advanced data providing detailed insights into the vehicle and driver
- ❖ Today, video footage required for both UBI and fleet analytics
- ❖ Dramatic shift towards the analytics spectrum
- ❖ Covid-19 highlighted need for video comms: remote training, increase driver communication & monitoring, enhanced driver safety, revised routing

Benefits

- 20/20 vision of your fleet
- Real-time data: vehicle location, speed, behavior
- Increase efficiency, optimize costs, improve driver safety

Challenges

- Scalable analytics
- Exponential increase in data/cost
- Connectivity solution to support real-time data transfer

Connectivity Pain Points

1

Reliable coverage: international, remote regions

2

Locked in to a single service provider

3

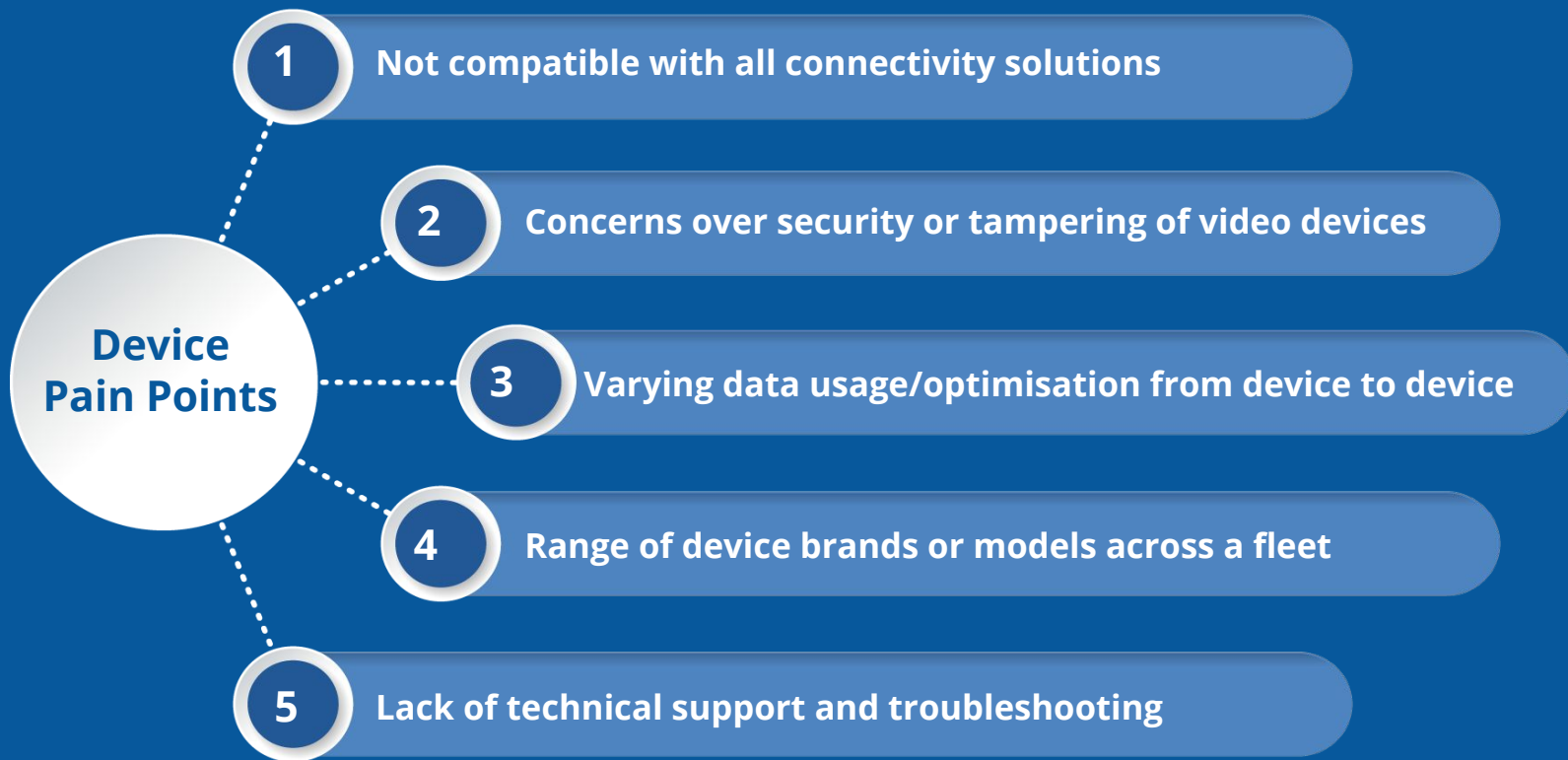
Inflexible data plans - do not support irregular traffic

4

Latency issues

5

Control of solution, who owns it? Contractual obligations?



Solving Connectivity Pain Points

1

Single provider for native solutions managed via centralized platform. Global coverage on one multi-network SIM

2

Flexibility: Remote provisioning - respond to changing operator conditions, price hikes, network sunsets

3

Data plans created for IoT use. Control SIM activation, data usage, network configuration

4

High bandwidth, low latency, sector-specific service

5

Own and control your solution - from SIM card to secure virtual private network

Solving Device Pain Points

1

IoT device testing to ensure compatibility, quality and security of deployment technology

2

Use of IMEI to establish which devices can register on the network (whitelisting)

3

Flexible data plans, billing engine with custom invoices

4

Technology agnostic solutions

5

24/7 support from a dedicated team of IoT experts

Own your solution - connect with an ENO



Solely focused on
providing
connectivity for
enterprise IoT
applications



Own and control
your solution -
from the SIM card
to a secure
network via VPN
or direct
interconnect



Scale as you grow.
One network for all
devices, centrally
managed via one
platform

Sector-specific connectivity solution from Pod



One provider, one platform

**Greater visibility & control
of connectivity from a
centralized location**

Easy integration



**Flexibility: eSIM can be
embedded at manufacture
and updated Over The Air
or**

**Benefit from multiple
native SIMs managed via
one platform**



Enterprise control

**Complete visibility over IoT
connectivity**

24/7 expert support

Keep your eyes on the road with Pod

Own & control your solution featuring:

- ❖ High speed, native or multi-network connectivity
- ❖ Greater visibility of connected devices
- ❖ More flexibility over network control & configuration
- ❖ Advanced troubleshooting in real-time





Wialon telematics platform: ***Fleet management and video monitoring***



Video features in telematics software

- ◆ Live streaming
- ◆ Event based video
- ◆ Historic playback
- ◆ Reporting





Choice Wireless Solutions: *Telematic and IoT Solution Experts*

Thanks to Video Telematics...



This Company and its Driver avoided a costly lawsuit



Video Telematics by Streamax



- Reduces Liability and improves safer driving
- Exonerates company drivers
- Drivers automatically drive safer when under surveillances

Built in Artificial Intelligence (AI) provides these features:

ADAS (Advanced Drivers Assistance System)

Alert drivers with Audible and Visual Warnings:

(LDW) Lane Departure Warning
(FCW) Forward Collision Warning
(HWM) Headway Monitoring Warning

DSM (Driver Status Monitoring)

Warn and record drivers for:

Phone use while driving
Distracted Driving
Smoking
Fatigue

Driving Behavior

Record and Coach Drivers for:

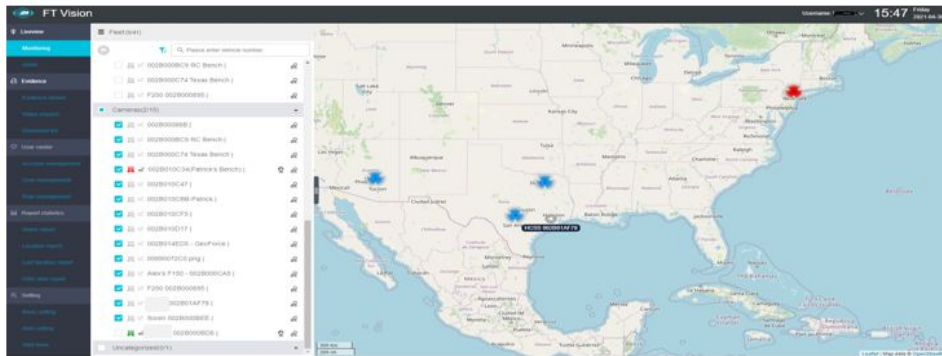
Harsh Cornering
Harsh Acceleration
Harsh Deceleration
Collisions

☐ Videos upload automatically based upon configurable events

Video Telematics Set up

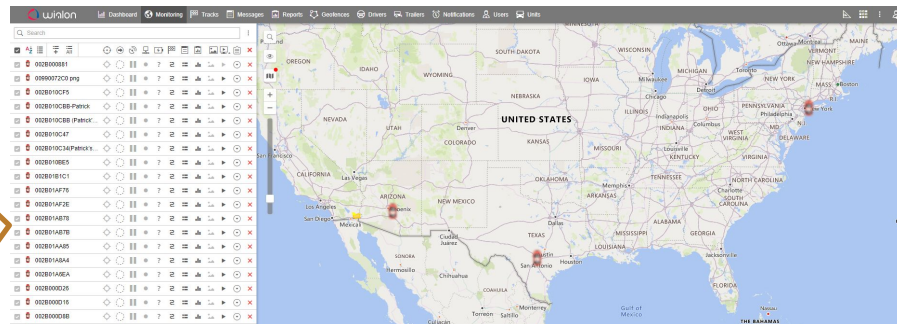


Installs to windshield
in Vehicle



Video
monitoring
via FT
Vision

Location, trip
and other
non- video
data also
available in
Wialon



FT Vision Platform

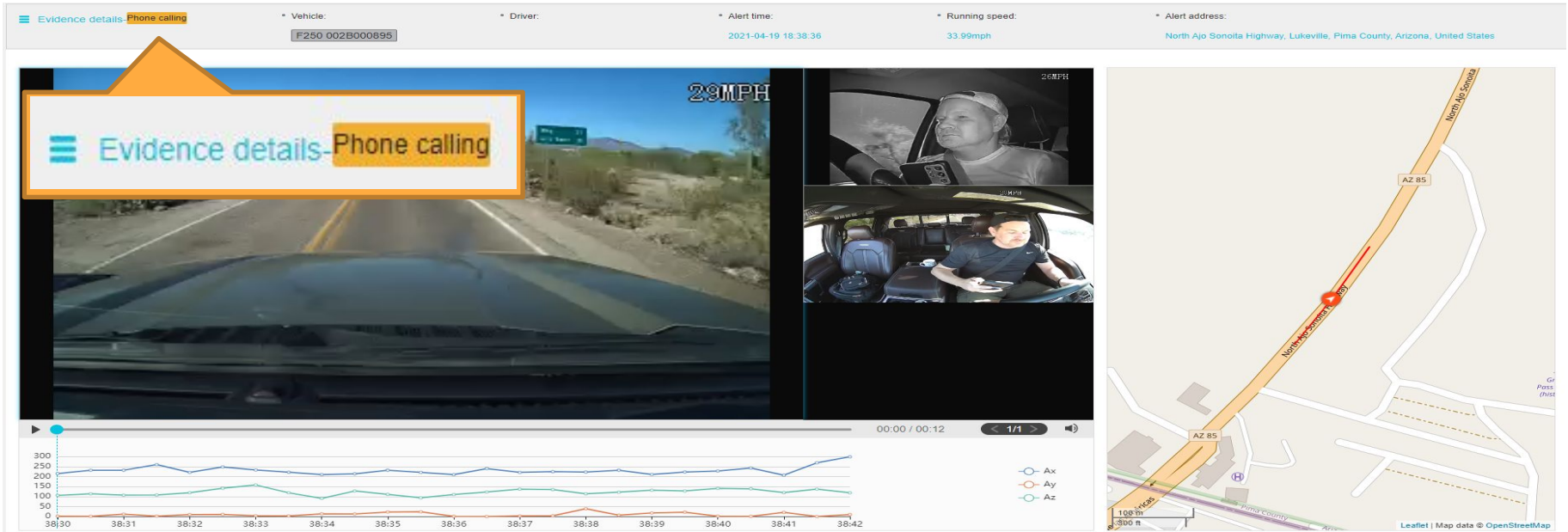
Intuitive interface for reviewing evidence, live video, and managing Streamax Cameras

The screenshot displays the FT Vision platform interface. On the left, a sidebar contains navigation options: Liveview, Monitoring, Alerts, Evidence, Evidence review, Video request, Download list, User center, Account management, User management, Role management, Report statistics, Alarm report, Location report, Last location report, OBD data report, Setting, Basic setting, Alert setting, and Alert level. The main area shows a map of North America with vehicle locations marked by blue dots. A list of cameras is visible on the left, including:

- 002B000BC9 RC Bench |
- 002B000C74 Texas Bench |
- F250 002B000895 |
- Cameras(2/15)
- 002B00088B |
- 002B000BC9 RC Bench |
- 002B000C74 Texas Bench |
- 002B010C34(Patrick's Bench) |
- 002B010C47 |
- 002B010CBB-Patrick |
- 002B010CF5 |
- 002B010D17 |
- 002B014ED5 - GeoForce |
- 00990072C0 png |
- Alex's F150 - 002B000CA5 |
- F250 002B000895 |
- HCSS 002B01AF78 |
- Soren 002B000BEE |
- Vecima 002B000BD6 |
- Uncategorized(0/1)

The map shows various cities and states, with a red dot indicating a location in New York. The interface includes a search bar for vehicle numbers and a scale bar at the bottom left.

FT Vision Platform



- Single Sign on via Wialon Platform
- Easily find and review evidence
- Watch Live Video
- Feature Rich
- Configurable E-mail Alerts
- OTA Firmware and OTA Configuration
- highly configurable

- Request Video On-Demand



FT Vision Platform



Rapid acceleration

F250 002B000...

Alert tim... 2021-03-28 20:22:27

Evidenc... Unprocessed

Address:

Size: 2.515M

Duration: 0'12"



Rapid
Acceleration



Driver smoking

F250 002B000...

Alert tim... 2021-02-05 14:11:29

Evidenc... Unprocessed

Address:

Size: 2.59M

Duration: 0'12"



Driver Smoking



Driver distracted

F250 002B000...

Alert tim... 2021-01-06 15:21:03

Evidenc... Unprocessed

Address:

Size: 2.524M

Duration: 0'12"



Driver
Distracted



Following distance warning

*

Charlie's Expe...

Alert tim... 2021-04-30 13:32:18

Evidenc... Unprocessed

Address:

Size: 1.972M

Duration: 0'18"



Following to
Close



Driver fatigue

F250 002B000...

Alert tim... 2021-03-28 14:26:07

Evidenc... Unprocessed

Address:

Size: 1.446M

Duration: 0'10"



Driver Fatigue

In Cabin Display for Driver Feedback
(coaching) of Alerts



Choice Wireless – One Stop Shop



- Stocking, Value Added, Distributor of Streamax
- Local USA Support! On USA time Zones
- Competitive data rate plans, support and service via POD Group
- Device Provisioning (Product is shipped, ready to be installed)
 - Insert Sims
 - Insert SD Cards
 - Configure devices
 - Power up devices and confirm connectivity



QUESTIONS



Video telematics trial

**Wialon
platform**



**POD
connectivity**



**Choice
Telematics**



Thank you for your attention!

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